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November 14, 1990

Kelly,

Here's the breakdown of what we're spending for our lowball route, along with a comparison of what it would have cost to do the whole process normally.

Our goal is to edit the 66 hours of original Cyberthon footage to a rough 4-hour tape of the best shots. Normally, we would proceed by copying all the tapes to high-quality Betacam tapes, and then make VHS copies of these tapes for logging purposes. We would pay people a standard rate to log all of the footage, and then we would rent time at a standard editing facility to edit the tapes into a 4-hour rough cut. Here's the costs for that procedure:

| | |
|---|---|
| 1. Copy all tapes to Beta tape for later editing: | |
| (66 hours x $50/hr. transfer + $30/tape) | $ 5,280.00 |
| 2. Make VHS window dubs (copies) of these tapes for logging purposes: | |
| (66 hours x $50/hr. transfer + $2.50/tape) | 3,465.00 |
| 3. Log tapes: | |
| (150 hours @ $20/hr.) | 3,000.00 |
| 4. Edit Beta tapes into 4-hour rough cut: | |
| ($2100 for 1 week of Beta editing facility) | 2,100.00 |
| (40 hours x $50/hr. for editor) | 2,000.00 |
| TOTAL: | 15,845.00 |

We obviously can't do that -- it's too expensive since we don't have a budget yet! So, here's what we do instead: until we get the budget from the final producer of the piece, we can use all-VHS copies of the tapes -- both for logging and editing. All of the playback equipment we rented had built-in titling capability, so that we could burn in reel numbers and counter numbers onto the VHS copies (this turns out to be much cheaper than getting window dubs of all the tapes so that we could see the actual time code.) And all labor costs are provided either by volunteers

or are deferred until we get a real budget from a producer.

The basic strategy here is to defer as many labor, equipment and facility costs as possible until money is committed by a producer. This lets us put together something that can be shown to potential funders at absolute minimum cost.

| | | |
|---|---|---|
| 1. Copy all tapes to VHS: | | |
| (eqpt. costs as listed below) | | 637.88 |
| (labor costs) | | on spec |
| 2. Log tapes: | | |
| (labor costs) | volunteers -- | free |
| 3. Edit tapes into 4-hour rough cut: | | |
| (1 week of VHS editing system) | | 350.00 |
| (labor costs @ $50/hr.) | | on spec |
| TOTAL: | | 987.88 |

**Specific breakdown of costs:**

| | |
|---|---|
| Adolph Gasser | |
| V101 Hi-8 camera w/ titler | 321.75 ✓ D.L. (reimb. ok). |
| camera battery | 3.11 × |
| Indigo Video | |
| BVW-20 Betacam playback deck | |
| window generator | 134.06 |
| R.E. Snader | |
| VHS tapes | ✓ 160.00 (approx.) — 153.91 |
| video head cleaner | 13.93 ✓ D.L. |
| tape labels | 5.03 ✓ D.L. |
| VHS editing system (1 week rental) | 350.00 (approx.) |
| TOTAL | 987.88 |

**Additional costs:**

| | |
|---|---|
| post-striping of Betacam tapes (as I mentioned to you, this is an unexpected cost due to faulty camera equipment. This had to be spent in order to make the interview tapes at all usable.) | 257.40 |

Indigo Video

I'll send the actual receipts to you by mail with a copy of this letter. This will cover everything except the VHS rental cost (which we won't spend until the logging is completed), and the VHS tapes, which will arrive as a bill from R.E. Snader. What we need to work out as soon as possible is reimbursement for $343.82 that David Lawrence has spent out of pocket. (camera rental from Gasser's + tape labels + head cleaner)

I also have on the way to you our outline of what the next step should be in approaching producers for the final piece. It would be great to meet with you about that and to clarify our respective roles sometime next week. Let me know what you think.

Thanks,

Nick

Nick

P.S. If you know anybody at Whole Earth that would be interested in helping log the tapes, please have them get in touch with me (phone number above or "west" on the WELL.) At this point we still have many more tapes to log than volunteers! You can assure them it will be fun, easy and interesting (well, at least interesting!)

Chris,

If all the relevant receipts are here, we need to make a check to D.L. for $343.82.

He needs it soon. Can you do it today (Wed, 11/21)?

Thanks.

Kelly